



Cisco

650-367

Advanced Collaboration Architecture Sales Specialist

QUESTION: 50

Which two statements about on-premise collaboration solutions are true? (Choose two.) Select exactly 2 answer(s) from the following:

- A. Meetings are delivered as a software-as-a-service.
- B. Customers do not need large upfront investments.
- C. These solutions facilitate cost savings in case of heavy usage.
- D. These solutions provide low, predictable monthly costs.
- E. Conferencing-related transport costs and service fees can be reduced.
- F. There is no hardware to buy and no software to install.

Answer: C, E

QUESTION: 51

Which two of the following are the main differentiators of Cisco Collaboration against the competition? (Choose two.) Select exactly 2 answer(s) from the following:

- A. Cisco heritage is in creating robust secure IP networks. Cisco's Collaboration Architecture is a natural, seamlessly integrated suite of applications which reside atop those IP networks.
- B. Cisco growth is organic and not based on large mergers with other leading vendors.
- C. Cisco's Collaboration solutions are designed to support interoperability with the solutions of other vendors.
- D. Cisco solutions allow customers high operational agility, which competitive solutions do not.

Answer: A, C

QUESTION: 52

What are two benefits of the Cisco Unified Mobile Communicator solution? (Choose two.) Select exactly 2 answer(s) from the following:

- A. deployment simplicity
- B. ability to avoid all cellular charges
- C. ability to keep mobile/cellular costs under control
- D. implementing the Cisco Unified Wireless IP Phone 7925G as a full-featured GSM phone

E. the ability to join Cisco WebEx meetings remotely with a variety of smart phones

Answer: C, E

QUESTION: 53

Which two of the following functions are main business benefits of the Cisco Cius? (Choose two.) Select exactly 2 answer(s) from the following:

- A. Cisco Cius is smaller than competitor's tablet devices.
- B. Cisco Cius has seamless integration with Cisco Collaboration products such as TelePresence and desk phones.
- C. Cisco Cius runs on Unix.
- D. Cisco Cius supports Cisco Visualization Experience Infrastructure.
- E. Cisco Cius supports WiFi access.

Answer: D, E

QUESTION: 54

A potential client wants to know more about the differences between Cisco Unified Communications Manager, Cisco Unified Communications Manager Business Edition, and Cisco Unified Communications Manager Business Edition, and Cisco Unified Communications Manager Express. Which three statements would you make to the client? (Choose three.) Select exactly 3 answer(s) from the following:

- A. Cisco Unified Communications Manager contains voice, messaging, mobility, and video capability integrated as an all-in-one system on a single server.
- B. Cisco Unified Communications Manager Express is installed on a single highly reliable server, such as the Cisco MCS.
- C. Cisco Unified Communications Manager Express provides call processing for as few as 15 and as many as 450 Cisco Unified IP phones.
- D. Cisco Unified Communications Manager supports additional high availability through a clustering mechanism.
- E. Cisco Unified Communications Manager Business Edition supports redundancy only through SRST.
- F. Cisco Unified Communications Manager Express supports integrated messaging without any extra hardware.

Answer: C, D, F

QUESTION: 55

Which two reasons would make the Cisco Collaboration Architecture important for the marketing manager? (Choose two.) Select exactly 2 answer(s) from the following:

- A. Cisco Collaboration Architecture can support the sales force to achieve higher productivity.
- B. The marketing manager is interested on how the Cisco Collaboration Architecture will help provide a better corporate image.
- C. The Cisco Collaboration Architecture improves the means by which a company can stay in touch with customers.
- D. The Cisco Collaboration Architecture provides real-time call detail records.

Answer: A, B

QUESTION: 56

Which two of the following solutions are new with the Cisco Unified Communications 8.5 release? (Choose two.) Select exactly 2 answer(s) from the following:

- A. Cisco Unified Communications Manager Business Edition
- B. Cisco SocialMiner
- C. Cisco Unified Personal Communicator
- D. Cisco Media Capture platform
- E. Cisco Unified Mobile Communicator

Answer: B, D

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